

DISTRICT OFFICE DISPATCH

S.C. District Office
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FY 2008—2nd Quarter

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“The winners really had to stand out... and they did.”

Helping small businesses
start, grow and succeed.



Your Small Business Resource

Honoring Our State's Small Businesses

A Message from District Director Elliott Cooper

Every year since 1963, the President has designated one week of the year as Small Business Week to honor America's small business community. During Small Business Week, more than 100 outstanding small business owners and advocates from around the country are honored in our nation's capital. These honorees reflect the full range of business products, services and innovations offered by America's entrepreneurs.

As part of SBA's Small Business Week celebration, the South Carolina District Office recognized the state's small businesses and their advocates at its 2008 Small Business Awards program during the Salute to Small Business celebration on April 1. Just like every year, the 2008 candidates were exceptional. The winners really had to stand out... and they did. Their contributions to their communities and our state are tremendous, and we were honored to recognize them.

Congratulations to our 2008 winners!

Elliott O. Cooper

Small Business Award Winners

2008 Small Business Person of the Year

Deborah Moore—AccuStat EMR
Myrtle Beach

Runner-up Small Business Person of the Year

Trudi Griffith—AccuScribe Transcription Solutions
Moncks Corner

SBA Young Entrepreneur of the Year

Christopher Osborne—Illstreet
Spartanburg

SBA Small Business Exporter of the Year

Cecilia Shepherd—Compass International Co.
Gilbert

SBA Family-Owned Business of the Year

Harley Funeral Home
Greenwood

Small Business Development Center Service Excellence and Innovation Award

Aiken Small Business Development Center

Small Business Champion Winners

Women in Business Champion of the Year

Rose Jackson—South Carolina Women in Business
Statewide (based in Columbia)

Home-Based Business Champion of the Year

Claire Kuhl—V&R Consulting
Greenwood

Financial Services Champion

Samuel Leaman—Upper Savannah Council of Governments
Greenwood

Small Business Journalist of the Year

Mike Switzer—South Carolina Business Review
Statewide (based in Columbia)

Small Business Partner of the Year

(A special District Director award)
Greenwood Chamber of Commerce

FY 2008 SECOND QUARTER LENDER PRODUCTION TOTALS

10/01/2007— 03/31/2008

7(a) Loans

LENDER	# OF LOANS	\$ AMOUNT
Superior Financial Group	103	980,000
Innovative Bank	41	800,000
Bank of America, NA	30	776,000
Business Carolina	14	7,692,500
Business Development Corp. of SC	13	4,653,000
Branch Banking & Trust	13	1,398,000
CIT Small Business Lending Corp.	12	5,643,000
Banco Popular North America	12	3,059,400
Wachovia SBA Lending, Inc.	10	7,077,900
Capital One, NA	8	385,000
First National Business Capital	5	2,656,700
First Fed. Savings & Loan Assoc. of Chlstr.	5	809,000
CoastalStates Bank	5	807,500
Business Loan Center, LLC	5	170,000
Regions Bank	4	2,090,600
Suntrust Bank	4	545,000
Borrego Springs Bank, NA	4	150,000
Community South	3	2,663,000
Carolina First Bank	3	1,395,000
Unity Bank	2	2,700,000
Commerce Bank, NA	2	2,380,000
Beach First National Bank	2	1,685,000

7(a) Loans (Continued)

Compass Bank	2	1,600,000
Small Business Loan Source LLC	2	1,480,000
Wilshire State Bank	2	727,000
Community West Bank, NA	2	475,000
Bank of Traveler's Rest	2	361,000
Mountain First Bank & Trust Co.	1	2,000,000
NCB, FSB	1	1,890,000
UPS Capital Business Credit	1	1,568,000
First National Bank of Arizona	1	1,100,200
First National Bank of Nassau County	1	870,000
Shinhan Bank America	1	506,000
High Trust Bank	1	500,000
First Reliance Bank	1	450,000
Comerica Bank	1	412,500
Ameris Bank	1	382,000
Provident Community Bank & Trust	1	250,000
Sentry Bank & Trust	1	250,000
Haven Trust Bank	1	240,500
Queensborough, NA	1	206,500
SouthCoast Community Bank	1	200,000
Stearns Bank, NA	1	143,000
Wells Fargo Bank, NA	1	20,000

GRAND TOTAL **327** **\$66,148,900**

504 Loans

LENDER	# OF LOANS	\$ AMOUNT
Certified Development Corp.	19	5,923,000
Appalachian Development Corp.	11	11,820,000
Provident Business Financial Services	8	6,799,000
Small Business Assistance Corp.	5	2,560,000
Catawba Regional Dev. Corp.	1	897,000

GRAND TOTAL **44** **\$27,999,000**

U.S. Small Business Administration

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SOUTH CAROLINA DISTRICT OFFICE

Elliott Cooper, *District Director*
Theresa Singleton, *Dep. District Director*
B. Dale Lowder, *District Counsel*

Staff

Susan Chavis, *Business Dev. Specialist*
Anna Huntley, *Public Info. Officer*
Lois Johnson, *Lender Relations Spec.*
Gail Newton, *Business Dev. Specialist*
Mike O'Neill, *Business Dev. Specialist*
Clarissa Peak, *Business Dev. Specialist*

Alternate Worksite Staff

Paul Thomas, *Senior Area Manager*

Helping small businesses
start, grow and **succeed**.



Your Small Business Resource

The U.S. Small Business Administration was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect small businesses; to preserve free competitive enterprise; and to maintain and strengthen the nation's economy. Although SBA has grown and evolved since 1953, the bottom line remains the same: helping small businesses to start, grow and succeed.

Introducing Web-Based Lender Training

Beginning April 24 and continuing on the second and fourth Thursday of every month thereafter, the SBA South Carolina District Office will conduct Web-based lender training. This is both an excellent introduction for new lenders and a great refresher for those seasoned SBA lenders who want to know more about SBA's programs.

Training starts at 10:00 a.m. To join us, call 866-740-1260 and log in at www.readytalk.com. The access code for each session is 3046401.

Below are the topics for the sessions in April and May:

Date	Topic	Host
April 24	Centralized 7(a) loan processing	Lois Johnson
May 8	SBA Express loan program	Lois Johnson
May 22	E-Tran—the SBA electronic application process	Paul Thomas

For more information, contact Lois Johnson, Lender Relations Specialist, at (803) 253-3360 or mae.johnson@sba.gov.

A New Quarter, A New District Office Employee

On April 14, The SBA South Carolina District Office welcomed Business Development Specialist Mike O'Neill to our staff. Mike will serve as the 8(a) Business Development Program coordinator, helping socially and economically disadvantaged small businesses participate in federal procurement.

Mike comes to us from the Richmond District Office, where he served for seven years and managed an 8(a) portfolio of over 100 small business federal contractors.

Mike has also served as Assistant District Director for 8(a) Business Development, in addition to Loan Specialist, Business Opportunity Special

ist and 504 program financial analyst for the New Mexico, Washington, D.C., and headquarters offices, respectively,

Before joining the SBA in 1990, Mike was President and CEO of the United Services Bank of Eastern Oklahoma.

Mike is thrilled to be here with the South Carolina District Office.

"I can't describe what a great opportunity it is to live and work in South Carolina," he says.

Mike and his wife Marilou reside in Blythewood.